



How to  
DECORATE and  
PROTECT  
CEMENT  
CONCRETE  
PLASTER  
and BRICK  
CONSTRUCTION  
with

BAY STATE BRICK <sup>AND</sup> CEMENT COATING

NEW YORK OFFICE  
156 FIFTH AVENUE.



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MANUFACTURERS OF

## *Bay State Brick and Cement Coating*

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(Catalogued in Sweet's Index, Vol. II, 1907-8, Pages 1388-9)

# THE STORY ABOUT BAY STATE BRICK AND CEMENT COATING



## NECESSITY FOR A COATING

- ¶ CONCRETE AND CEMENT in various forms are rapidly coming into use in structural work, owing to great strength and indestructibility as well as ease and cheapness of construction.
- ¶ A great drawback, however, is the dead *monotony* of such surfaces as well as liability to staining and differences in color owing to intermissions in construction and to changes in the ingredients composing the material.
- ¶ Attempts to correct this defect by incorporating coloring matter in the plastic mass are generally ineffective and deteriorating, while the use of cold water paints and lead and oil paints is equally so, owing to the damp surfaces encountered, as well as the elements contained in the concrete itself, which cause chipping, peeling, and dusting in a short time.

**CONSTRUCTION** ¶ *Bay State Brick and Cement Coating* is a perfect coating for the protection and decoration of such surfaces and also of brick and plaster, being composed of a cement base held in suspension by a volatile oil which evaporates on application.

- ¶ This construction causes it to penetrate the surface of the above mentioned materials and become a part of them and not a mere skim coating. It contains no lead, and its snow-white surface is not affected by acids and gases. It contains no glue, caseine, or water, and does not mildew, rub, crack, or peel. It is not absorbent and will not change color when wet, and will stand steam and moisture on its surface without injury.



¶ It is also so made that it may be applied to a *Damp Surface* where it is impossible to make other paints stay. This particular feature, we believe, isn't possessed by any other paint in this country. It dries with a dull finish and is made in white and colors.

**USES IN  
GENERAL**

¶ *Bay State Brick and Cement Coating* is a finish coating designed for the decoration and protection of cement, concrete, plaster, and brick surfaces on interiors and exteriors of all kinds of buildings, mills, garages, dwellings, air shafts, etc.

**FLOORS**

¶ It is a filler and surface finish for cement floors, preventing the powdering of the cement, thus making a sanitary condition for floors of public buildings, hospitals, schools, laboratories, etc.

**FACTORIES**

¶ It is unexcelled for mill and factory work on wood, concrete, and brick, being sanitary, fireproof, and free from all chipping, scaling, and dropping, as it is not dependent on a binder that deteriorates.

**SWIMMING  
POOLS**

¶ Its before mentioned ability to be applied on damp walls and stay there has resulted in its use on swimming tanks built of concrete, where it is successfully used, giving the effect of a marble tank by its radiation of light. It may be scrubbed to remove dirt without injury and is non-poisonous.

**DULL FINISH**

¶ It can also be used on interior woodwork, by itself, as a dull finish, and makes a perfect undercoat over which to apply enamels for enamel finish, as it dries hard as stone. It is also recommended by representatives for *other* high grade enamels as undercoat for *their* enamels.

**FIREPROOF**

¶ It is also fireproof (after it dries out) and may be used on interior smokestacks and other hot pipes, and will not burn off. Apply when cold or nearly so,

**COLOR WORK** ¶ *Bay State Brick and Cement Coating* is made primarily in white, but is made to order in natural cement color and various pleasing and permanent colors for use on both interiors and exteriors.

**SAMPLES** ¶ Sample cards showing colors are free for the asking; also samples of white and colors on small bricks or cakes of cement, etc. When sending for such samples, state whether samples are wanted on brick, cement, wood, or plaster. Working samples for demonstration to architect or owner free on application.

**COST IN COMPARISON** ¶ *Bay State Brick and Cement Coating* costs less than *lead and oil paints*, as while one gallon does not cover as much surface as lead and oil paints, it *finishes*, with one coat, as well as two and often three coats of lead and oil paints. This reduces the cost, both of material and labor, greatly in favor of *Bay State Brick and Cement Coating*. It costs somewhat more than cold water paints, but does not deteriorate as they do (thereby requiring renewal) and *outwears* both *lead* and *oil* and *cold water* paints, and gives a vastly better finish.

## ENAMEL FINISH

**FIRST COATS** ¶ Many surfaces of brick, cement, concrete, iron, and wood on interiors are desired in a glossy enamel finish, and *Bay State Brick and Cement Coating* forms an ideal first coat for such work, being hard and immovable and giving a smooth surface.

**FINISHING COATS** ¶ *Bay State Enamel No. 2* is made for white enamel interior finish over *Bay State Brick and Cement Coating* and is adapted to use in office buildings, hospitals, engine rooms, bath rooms, kitchens, laboratories, etc. It may be washed without injury, and is the most durable enamel made. It may be left full gloss or rubbed with pumice and water to a porcelain finish. Also made in colors to match the colors of *Bay State Brick and Cement Coating*. Directions for use on page 7. Samples on application.

## INFORMATION FOR USE OF ARCHITECTS IN MAKING SPECIFICATIONS

¶ Brick, cement, concrete, plaster, and interior woodwork, unless excessively rough and porous, will require but one coat of *Bay State Brick and Cement Coating*. *Interior plaster* will require one coat of *Bay State First Coater* and two coats of *Bay State Brick and Cement Coating*.

¶ The following table shows specifications for first coat under differing conditions for *good work* :

### *BAY STATE BRICK AND CEMENT COATING*

¶ On Brick,	Hard Finish,	1	gallon not to cover more than 20 sq. yds.
“	Rough and Porous,	1	“ “ “ 17 “
¶ On Concrete,	Hard Finish,	1	“ “ “ 20 “
“	Rough and Porous,	1	“ “ “ 17 “
¶ On Plaster,	Exterior, Rough,	1	“ “ “ 17 “
“	Interior, Hard Finish (over first coater),	1	“ “ “ 40 “

### *BAY STATE FIRST COATER*

¶ On Plaster, Hard Finish, 1 gallon not to cover more than 50 sq. yds.

### *BAY STATE ENAMEL No. 2*

¶ Over undercoats of *Bay State Brick and Cement Coating*, 1 gallon not to cover more than 50 sq. yds.

## IN SPECIFYING BAY STATE BRICK AND CEMENT COATING PLEASE OBSERVE THE FOLLOWING DIRECTIONS:

### NEW INTERIOR PLASTER WALLS

¶ When to be used on interior Plaster specify *Special Cement Coating for Plaster*.

**COAT No. 1** ¶ Apply one coat of *Bay State First Coater* tinted the same as the finishing coat by adding  $\frac{1}{4}$  gallon *Bay State Brick and Cement Coating*, of color to be used, to one gallon of the First Coater. (Tinted First Coater may be obtained from factory.)

**COAT No. 2** ¶ Apply one good flowing coat of *Special Cement Coating* as taken from the original package.

**COAT No. 3** ¶ Apply the same as Coat No. 2.

### EXTERIOR BRICK, CONCRETE, CEMENT, AND PLASTER

**COAT No. 1** ¶ Apply one good flowing coat of Cement Coating with a (Dutch) calcimine brush, as taken from the original package.

**NOTICE** ¶ This one coat should cover sufficiently well to give good finish. If a whiter or more dense surface is desired an extra coat may be applied, allowing 48 hours between coats. This Coating is not adapted to use over glazed or vitrified bricks.

### INTERIOR BRICK, CONCRETE, CEMENT, AND CEMENT FLOORS

¶ Same as foregoing. Floors must be finished on the *raw cement*. No oil or other material should be applied before using.



IN SPECIFYING BAY STATE ENAMEL No. 2 PLEASE OBSERVE  
THE FOLLOWING DIRECTIONS:

- ¶ This is for interior use only. *Bay State Brick and Cement Coating applied as in the foregoing directions* forms the best undercoat obtainable, except that on brick, cement, and concrete two coats may be needed to obtain a smooth and level foundation.
- ¶ Over this apply one good flowing coat of *Bay State Enamel No. 2* as taken from original package. For heavier finish a second coat may be applied after forty-eight hours. Do not apply on surfaces which contain *any dampness*, as the moisture will cause blisters and peeling. For eggshell gloss rub down with pumice and water.

DIRECTIONS FOR USE

- ON CONCRETE. ¶ Obtain a smooth, level undercoat by using *Bay State Brick and Cement Coating* according to foregoing directions and specifications, then apply a full flowing coat of *Bay State Enamel No. 2* as it comes from the original package. If a second coat is wanted, allow forty-eight hours, lightly sandpaper first coat, and apply same as before, without thinning.
- CEMENT, BRICK  
WOOD, PLASTER
- ¶ Do not use on surfaces that contain *any dampness*.

## IMITATION TILE ON KEEN'S CEMENT, KING'S WINDSOR OR ADAMANT PLASTER

### NOTICE

¶ Any of the above plasters are especially good for this purpose. The plaster should be trowelled as smoothly as possible, and while wet scored to the depth of  $\frac{1}{8}$  inch to  $\frac{1}{4}$  inch as desired. This effect is sometimes attempted with plaster of paris, but we would advise against this as unsatisfactory, owing to its extreme brittleness and tendency to crack easily.

### FIRST

¶ Apply a good flowing coat of *Bay State First Coater*.

### COAT No. 1

¶ A good coat of *Special Cement Coating* for plaster well spread out.

### COAT No. 2

¶ A flowing coat of *Special Cement Coating* for plaster.

### COAT No. 3

¶ A good flowing coat of *Bay State Enamel No. 2* as taken from original package, after lightly sandpapering the previous coat.

¶ If a heavier finish is desired an extra coat of enamel may be applied, after lightly sandpapering the first coat.

¶ All joints should be lined up with *Bay State Brick and Cement Coating* to give a cement effect.

# BAY STATE BRICK AND CEMENT COATING

## DIRECTIONS FOR USE

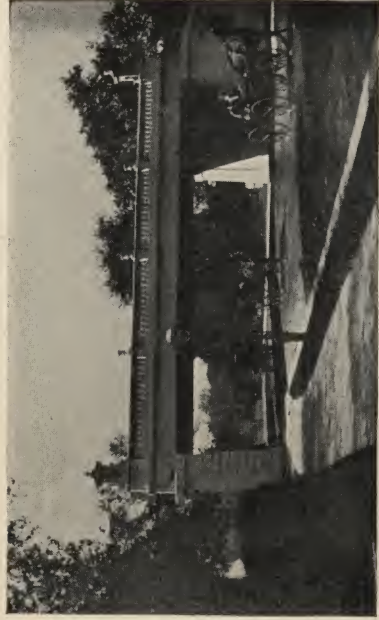
**ON CONCRETE, CEMENT, BRICK PLASTER, WOOD** ¶ Use all *Bay State Brick and Cement Coating* as it comes from the factory, without thinning to save labor, as best results cannot be had unless so used. It is made just right to use to obtain the results and advantages claimed for it, and any thinning is apt to destroy the properties of the special liquid used in its manufacture. Apply with a clean brush, keeping brush full and flowing out to cover evenly.

¶ In extreme cases, where absorption is so great as to absorb all the liquid without allowing the coating to adhere and harden, the first coat may be thinned with pure Spirits Turpentine, one-half pint to the gallon of coating, or a special thinner can be obtained from the factory. Any thinning, however, lessens the covering qualities. Never use benzine in thinning.

¶ Allow forty-eight hours between coats. Do not expose to air if not to be used up in twenty-four hours. This coating does not settle, but when exposed to the air for more than twenty-four hours a skin forms on the top which will not readily stir in again. Remove this skin by taking a knife and cutting off. Do not break up or mix it with the paint.

## DIRECTIONS FOR ORDERING

¶ For use on *interior plaster* order *Special Bay State Brick and Cement Coating for Plaster*, as this surface requires special goods. If for floors, the fact should be stated. For other work only the regular goods are needed. Do not designate *Bay State Brick and Cement Coating* as "First Coater" only, in ordering, for this will cause confusion with our *Bay State First Coater* for plaster — another article.



Wabash Bridge, Forest Park, St. Louis, Mo.  
Before painting



Same Bridge, One Coat on Concrete  
(Note difference in appearance)

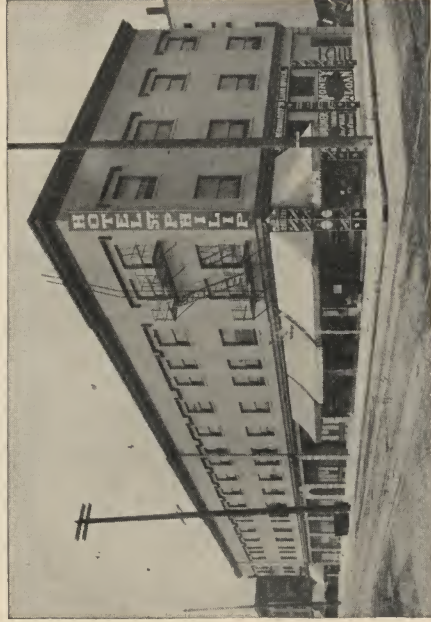


Couch Building (in centre), Portland, Oregon  
D. E. Lewis, Architect  
One Coat on Exterior Concrete

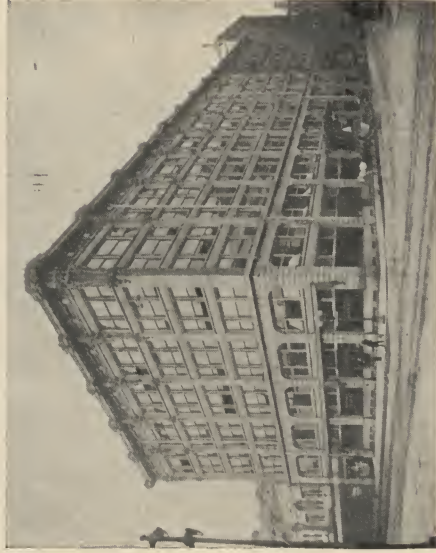


San Bernardino Building, Los Angeles, Cal.  
C. W. Roberts, Architect  
On Interior Plaster

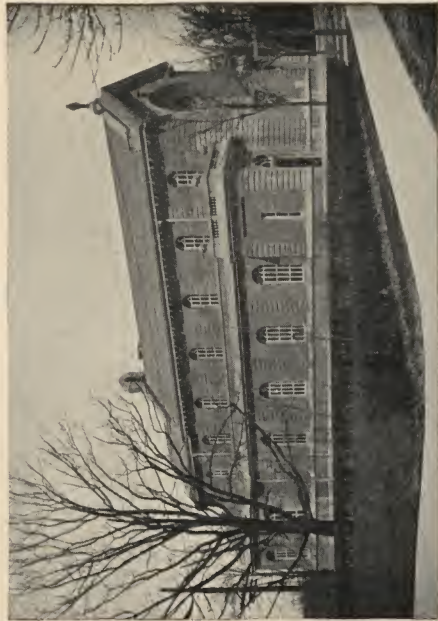




Wilson Building, Portland, Oregon  
D. E. Lewis, Architect  
One Coat on Exterior Cement



Citizens' National Bank, Los Angeles, Cal.  
Harrison Albright, Architect  
On Concrete Floors



St. David's Church, Baltimore, Md.  
Ellicott & Emmert, Architects  
On Interior Cement Walls and Ceiling



St. Paul Apartment House, Baltimore, Md.  
Wyatt & Nolting, Architects  
On Interior Plaster



Baltimore Country Club, Baltimore, Md.  
Wyatt & Nolting, Architects  
On Interior Plaster



Nolting Residence, Baltimore, Md.  
Wyatt & Nolting, Architects  
On Interior Plaster



Walker Art Building — Bowdoin College  
Brunswick, Me.  
On Interior Walls



Searles Science Building — Bowdoin College  
Brunswick, Me.  
On Interior Walls



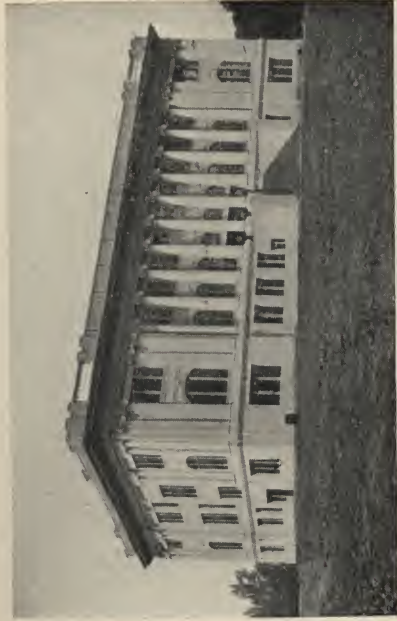


Baldwin Residence, Baltimore, Md.  
Ellicott & Emmert, Architects  
One Coat on Exterior Cement

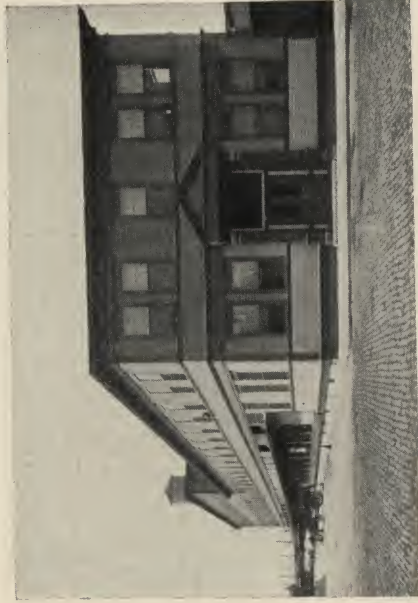


Morrill Hall, University of Vermont  
Champlain Mfg. Co., Contractors, Burlington, Vt.  
On Exterior Brick

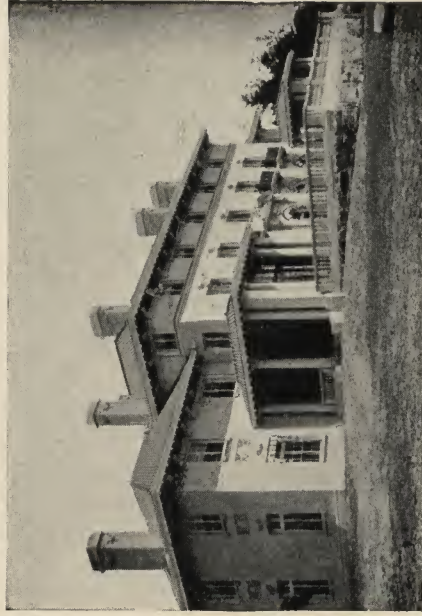




High School, South Pasadena, Cal.  
Marsh & Russell, Architects  
On Exterior Concrete



D. Whiting & Sons' Dairy Building  
Charlestown, Mass.  
On Interior Walls



Frederick Ayer Residence, Prides, Mass.  
Parker, Thomas & Rice, Architects  
On Interior Plaster and Exterior Cement



H. M. Thompson Residence, Pasadena, Cal.  
Dennis & Farwell, Architects, Los Angeles, Cal.  
One Coat on Exterior Plaster



G. B. Perkins Residence, Pasadena, Cal.  
Myron Hunt & Elmer Gray, Architects, Los Angeles, Cal.  
One Coat on Exterior Concrete



Williams House, Nahant, Mass.  
Parker, Thomas & Rice, Architects  
On Interior Plaster



Pittsburg, Pa., Filtration Plant  
Morris Knowles, Chief Engineer  
The Lay Out



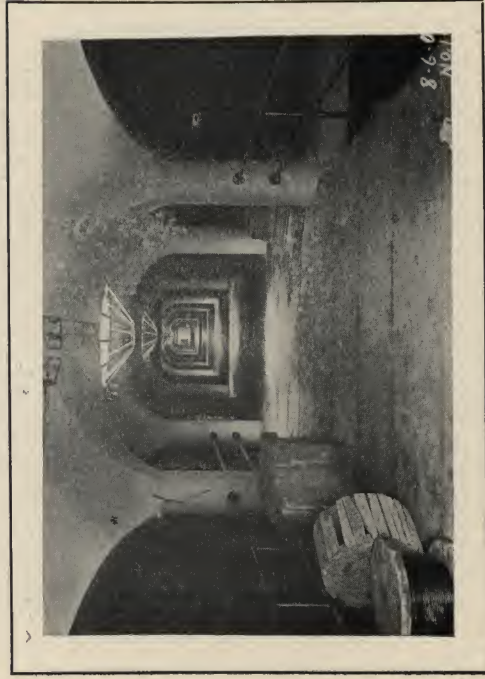
The Same Plant in Course of Construction

6-3-07 No. 102



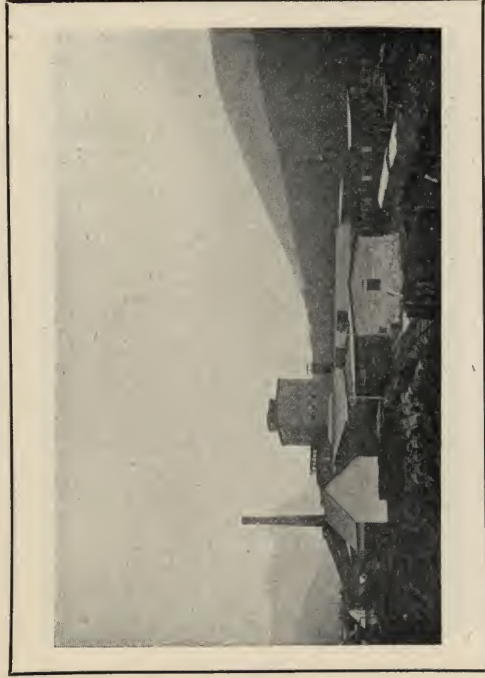


The Same Plant — Lower Gallery  
Used on Concrete

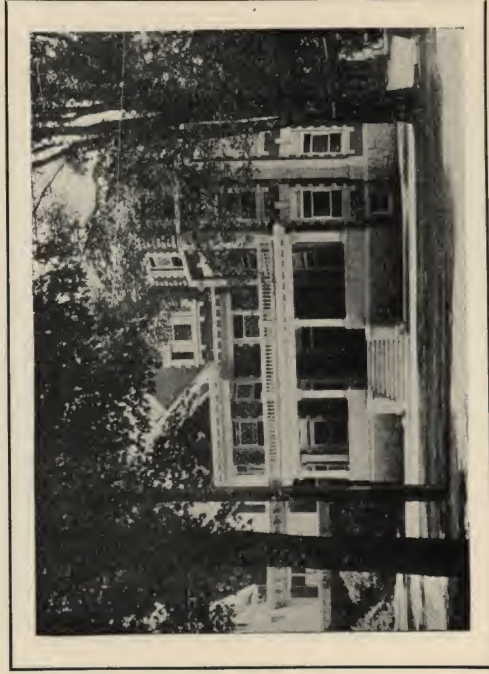


The Same Plant — Upper Gallery  
Used on Concrete





Henry Paper Co., Lincoln, N.H.  
On Interior Cement



Bragaw Residence, New London, Conn.  
Duffy & George, Architects  
On Interior



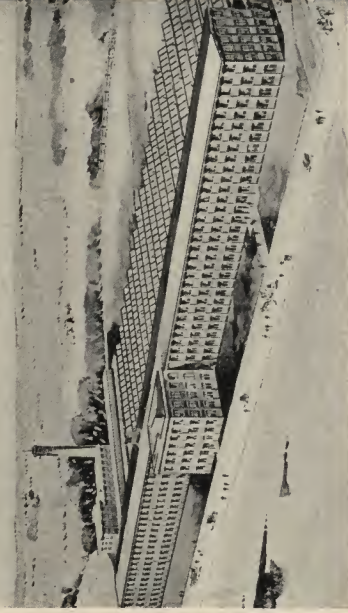
Terminal Warehouse, Kansas City, Mo.  
On Floors



First Methodist Church, Medford, Mass.  
L. A. Dow, Architect, Melrose, Mass.  
On Exterior Cement

MAXWELL-BRISCOE MOTOR CO.  
NEWCASTLE-INDIANA.

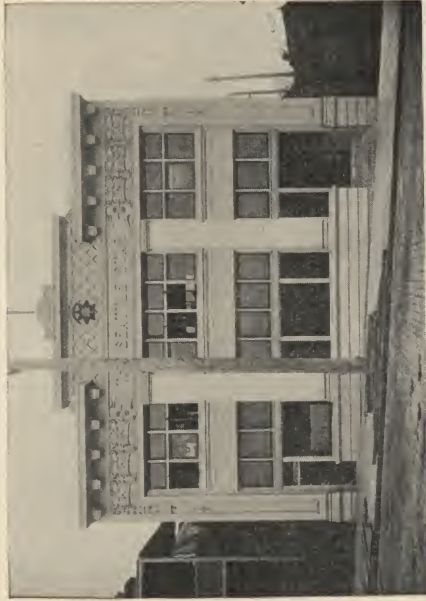
LOCKWOOD GREENE & CO. ARCHITECTS (ENGINEERS)  
BOSTON-MASS.



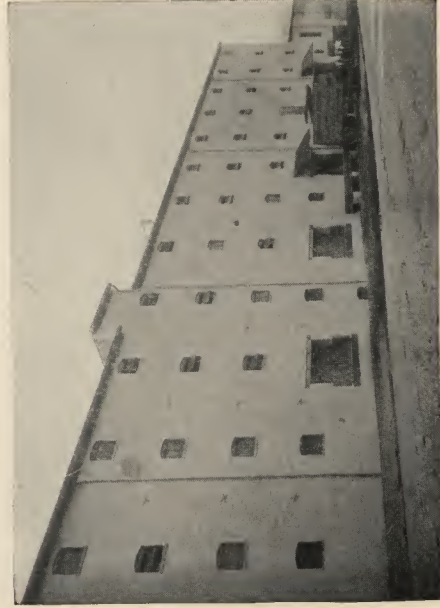
Maxwell-Briscoe Motor Co.'s Factory, Newcastle, Ind.  
Lockwood, Greene & Co., Architects and Engineers, Boston  
On Concrete



Felton & Son, Brewery, South Boston, Mass.  
On Interior Walls



Star Building, Seattle, Wash.  
Bebb & Mendel, Architects  
No. 201 on Exterior Concrete



Terminal Storage Warehouse, Washington, D.C.  
A. B. Mullett & Co., Architects  
Two Coats No. 201 on Exterior



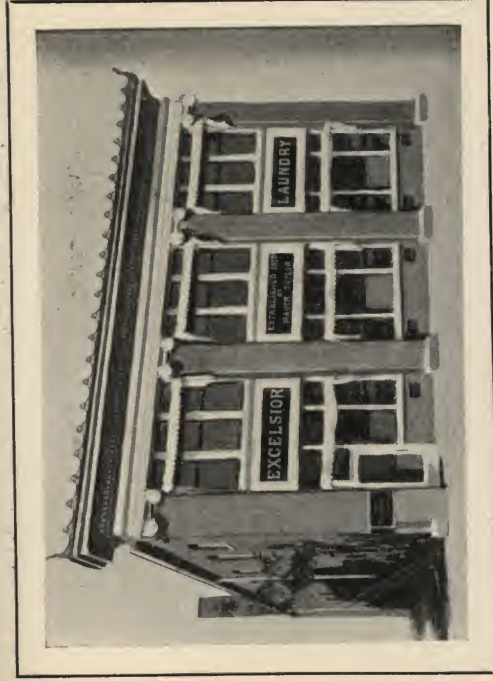


Henry Waite Residence, Columbus, Ohio  
Frank L. Packard, Architect  
On Exterior Cement



F. F. Powell Residence, Indianapolis, Ind.  
Foltz & Parker, Architects  
On Exterior Cement and Interior Plaster





Excelsior Laundry, Indianapolis, Ind.  
Von Armen & Hendrickson, Architects  
On Exterior Concrete



Powers Hotel, Rochester, N. Y.  
A. J. Warner, Architect  
On Interior Plaster



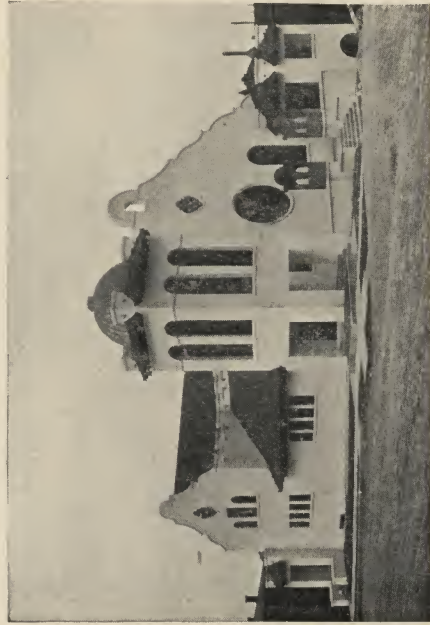
Dartmouth Hall — Brick Building at Dartmouth College  
Hanover, N.H.  
Before Painting



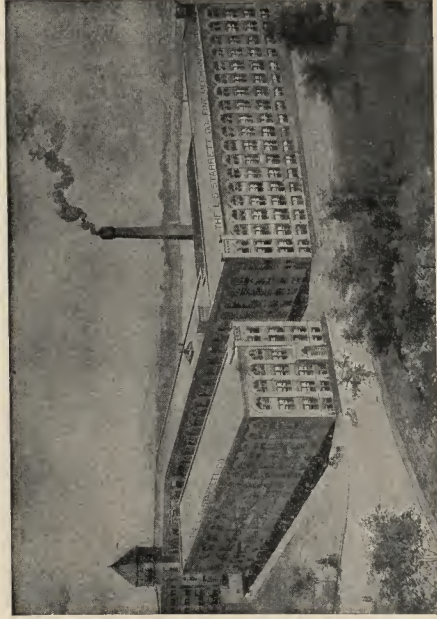
Same Building after Painting with one Coat  
Bay State Brick and Cement Coating



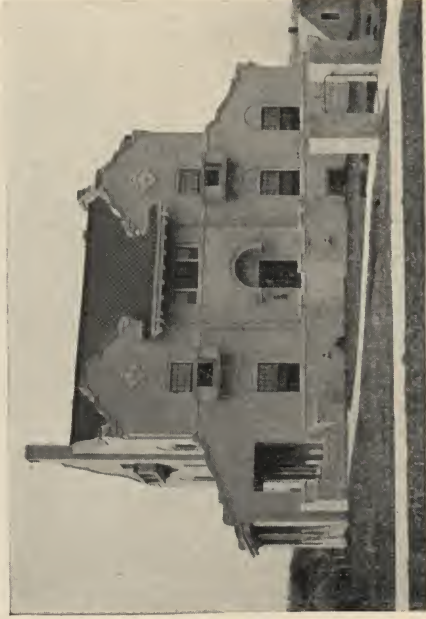
Garage, Cambridge, Mass.  
Coolidge & Carlson, Architects, Boston, Mass.  
On Exterior Concrete



Christian Science Church, Spokane, Wash.  
Cutter & Malmgren, Architects  
On Exterior Cement



L. S. Starrett Co.'s Factory, Athol, Mass.  
Cement Coating and Enamel on Interior Walls



J. G. Streat Residence, Kansas City, Mo.  
Shepard & Farrar, Architects  
One Coat on Exterior Cement





Holmes & Sons' Pie Bakery, Washington, D.C.  
A. B. Mullett & Co., Architects  
Two Coats on Interior Walls



Y. W. C. A. Building, Providence, R.I.  
Hopper & Ely, Architects  
On Floors



**Keystone Bank Building, Pittsburgh, Pa.**  
**McClure & Spahr, Architects**  
**Two Coats of Cement Coating and**  
**Two Coats of Enamel in Light Court**



**Peyton Building, Spokane, Wash.**  
**Sweatt & Wentzel, Architects**  
**Two Coats No. 226 on Exterior Brick**

PARTIAL LIST OF ARCHITECTS AND ENGINEERS WHO SPECIFY  
BAY STATE BRICK AND CEMENT COATING

**CALIFORNIA**

SAN FRANCISCO

Nathaniel Blaisdell

OAKLAND

Fred Soderberg

LOS ANGELES

Myron Hunt & Elmer Gray  
Dennis & Farwell

**COLORADO**

BOULDER

Redding Architect Co.

DENVER

Fallis & Stein  
Stern & Williamson

**CONNECTICUT**

WATERBURY

Griggs & Hunt  
C. Jerome Bailey

MERIDEN

David Bloomfield  
H. Wales Lines Co.

**CONNECTICUT**

NEW HAVEN

Frank Elmwood Brown  
Sperry & Sellars  
Albert B. Hill, C.E.

NEW LONDON

Duffy & George

BRIDGEPORT

C. T. Beardsley

**DISTRICT OF COLUMBIA**

WASHINGTON

Marsh & Peter  
A. B. Mullett & Co.  
Wm. M. Pointdexter  
A. B. Heaton  
F. B. Pyle

**INDIANA**

INDIANAPOLIS

Von Armen & Hendrickson  
Vonnegut & Bohn  
Foltz & Parker

## KENTUCKY

### LOUISVILLE

Henry Walters

## LOUISIANA

### NEW ORLEANS

Stone Bros.

Mackenzie, Goldstein & Briggs

### JEANERETTE

Corbin Bros.

## MAINE

### BANGOR

W. E. Mansur

### PORTLAND

J. C. Stevens

## MARYLAND

### BALTIMORE

Parker, Thomas & Rice

Ellicott & Emmert

Archer & Allen

Wyatt & Nolting

## MASSACHUSETTS

### LAWRENCE

J. E. Allen

John Ashton

## MASSACHUSETTS

### BOSTON

Parker, Thomas & Rice

William J. Beal

C. H. Blackall

Chapman & Frazer

Coolidge & Carlson

Hartwell, Richardson & Driver

John A. Hasty

Kendall, Taylor & Co.

Calvin Kiesling

A. Le Boutellier

Lockwood, Greene & Co.

A. W. Longfellow

Loring & Phipps

Shepley, Rutan & Coolidge

Spofford & Eastman

F. M. Wakefield

Winslow & Bigelow

Fox & Gale

James Lang

E. F. Stevens

E. T. Barker

### BROCKTON

W. F. Barlow, Jr.

### MELROSE

L. A. Dow

### LOWELL

Perley Gilbert



## MICHIGAN

### DETROIT

John Scott & Co.  
Rogers & McFarlane  
Malcomson, Higginbotham & Clement

## MISSISSIPPI

### JACKSON

J. F. Barnes

## MISSOURI

### KANSAS CITY

Edwards & Sunderland  
Smith & Rae  
Shepard & Farrar  
Wilder & Wright

## NEW JERSEY

### HOBOKEN

L. Koven & Bro.

### JERSEY CITY

John T. Rowland, Jr.

## NEW YORK

### NEW YORK CITY

Hill & Stout  
McKim, Mead & White  
Ernest Green

## NEW YORK

### NEW YORK CITY

Pilcher & Tachua  
Radcliff & Kelley  
Herbert Lucas  
H. B. Collins & H. B. Knight  
Werner & Windolph  
Harry Alexander, C.E.  
William Wells Bosworth  
A. Hopkins  
Robt. W. Gardner  
Albert S. Gottlieb  
James L. Burley  
Hiss & Weeks  
J. H. Van Pelt  
George F. Pelham  
Wm. Higginson  
Raymond F. Almirall  
Chas. A. Platt  
Ludlow & Valentine  
Delano & Aldrich  
C. E. Horn  
Ernest Flagg  
Schwartz & Gross  
R. L. Daus  
Hardy & Short  
Rossiter & Wright  
Walter E. Truesdale, C.E.  
W. C. Timmins, C.E.  
Westervelt & Austin  
Frank Freeman  
Cady & See

## NEW YORK

### BUFFALO

Robert A. Wallace, C. E.  
Essenwein & Johnson  
John H. Coxhead  
McCreary, Wood & Bradney  
Ulysses G. Orr

### BROOKLYN

L. J. Carmalt  
Helme & Huberty

### ROCHESTER

J. Foster Warner  
Gordon & Madden

### SYRACUSE

Albert L. Brockway

### UTICA

Agne, Rushmer & Jenison

## OHIO

### COLUMBUS

Stribling & Lum  
Frank L. Packard

### CINCINNATI

Dittoe & Wisnall  
Teitig & Lee

## OREGON

### PORTLAND

Richard J. Grace  
Gibson & Berndt  
R. N. Hockenberry  
Jos. Jacobberger  
McNaughton, Raymond & Lawrence  
Richard Martin, Jr.  
E. M. Lazarus  
D. C. Lewis  
Emil Schacht  
Travis & Wilson

## PENNSYLVANIA

### PITTSBURG

McClure & Spahr  
Alden & Harlow  
Morris Knowles, C. E.

### PHILADELPHIA

Heacock & Hokenson  
Frank C. Roberts & Co.  
Hewitt Bros.

## RHODE ISLAND

### PROVIDENCE

Hoppin & Ely  
C. E. Burlingame  
Frank W. Woods  
Hilton & Jackson

**RHODE ISLAND**

**PAWTUCKET**

Albert M. Humes

**UTAH**

**OGDEN**

Smith & Hodgson  
F. C. Woods & Co.

**SALT LAKE CITY**

David C. Dart  
Headlund & Wood  
Ware & Treganza  
L. D. Martin  
W. H. Lepper

**TEXAS**

**AUSTIN**

C. H. Page, Jr., & Bro.

**WASHINGTON**

**SEATTLE**

Bebb & Mendel

**SPOKANE**

Cutter & Malmgren  
Sweatt & Wentzel

**TACOMA**

F. H. Heath, School Architect

*Extracts from Original Letters.*

**THE L. S. STARRETT COMPANY**

MAKERS OF FINE MECHANICAL TOOLS

Athol, Mass., September 21, 1907.

Messrs. Wadsworth, Howland & Co.,  
No. 82 Washington St., Boston, Mass.

Gentlemen :

Referring to your inquiry of the 16th of September regarding the use of Bay State Brick and Cement Coating used at our works, will say we have used about 15 bbls. of this material on an addition to our plant and are pleased to report that up to date it has given excellent satisfaction, giving a good, clean surface, together with a fine finish. We are at the present time making still further additions to our works and when buildings are completed we shall be pleased to send you additional orders for material for this work. Will say that our plant is open for inspection and should you desire at any time to have people interested in this material pay us a visit we shall be pleased to have them do so.

Yours respectfully,

THE L. S. STARRETT CO.,

By T. N. Ball, Vice-Pres. and Purchasing Agt.

**FELTON & SON, INCORPORATED**

DISTILLERS OF  
CRYSTAL SPRING RUM

South Boston, Mass., August 14, 1907.

Messrs. Wadsworth, Howland & Co.,  
Boston, Mass.

Gentlemen :

Replying to your favor of the 9th inst., we take pleasure in saying that we used a very large quantity of your Bay State Brick and Cement Coating in our new Distillery. The Chemical Laboratory, Yeast Plant, and Fermenting Room, the latter a room over a hundred feet long, sixty feet in width, and some twenty-five feet in height, are all done with Bay State Brick and Cement Coating. These rooms all need to be kept very clean and we find the Bay State Brick and Cement Coating very satisfactory as we can turn a hose on it anywhere at any time.

So far as we can judge after a year's experience, the wearing qualities are first class and the appearance is certainly excellent. It is the most satisfactory material for painting that we have ever had anything to do with.

Yours very truly,

FELTON & SON, Inc.,

Dic. by H.L.F.

H. L. Felton, Vice-Pres.



**THE CHAMPLAIN MANUFACTURING COMPANY**  
GENERAL CONTRACTORS AND WOOD WORKERS

Burlington, Vermont, August 20, 1907.  
Messrs. Wadsworth, Howland & Co.,  
Boston, Mass.

Dear Sirs :

We would say in connection with your Bay State Brick and Cement Coating that it is the first time that ever same was called to our attention, and the first time we have used it. We will say further that it is a great success and gives the building a very fine appearance. So much so that the trustees of the Mary Fletcher Hospital, who are about erecting a new building, for which we have the contract, have decided to use this in the laboratories and basement of their new surgical and ward buildings.

Yours very truly,

THE CHAMPLAIN MANUFACTURING CO.,

R. C. Cottam, Vice-Pres. and Gen'l Mgr.

Used on Morrill Hall Building, University of Vermont.

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**LEWIS A. DOW**

ARCHITECT

Wadsworth, Howland & Co.,  
Boston, Mass.

Melrose, Mass.

Gentlemen :

As architect of New Methodist Church in Medford I advised using your Bay State Brick and Cement Coating both inside and outside on account of the various shades of the stucco work outside and because it was necessary to damp proof the inside. Up to the present writing everything is satisfactory and as recommended. Out of the 65 gal. barrel there was some 10 or 12 gals. left. This I waterproofed the outside of a large garage with and made one or two experiments.

After trying soap and alum and a cement wash on my gold fish pond and finding it not satisfactory, as the water still oozed through the cement, I thought I would try your Cement Coating. After applying one coat we turned on the water, and for three months the pond has remained full with no sign of absorption.

I also applied a coat to my granolithic steps which were stained with rusty nails and leaves, etc. Now they are a fine gray color, and wet or dry are the same color.

Yours very truly,

LEWIS A. DOW.

**DAWSON FUEL CO.**

Dawson, New Mexico, August 17, 1907.

Wadsworth, Howland & Co.,  
82 Washington Street, Boston.

Gentlemen :

Some time ago we ordered from you a few barrels of your Bay State Brick and Cement Coating. I have been so exceptionally well pleased with the appearance and durability of this paint, I am desirous of knowing about your other paints. I should be pleased to receive your paint catalogs and circulars of your other products to place in my file for future reference and knowledge.

Very sincerely yours,

E. HORTON JONES.

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Washington, D.C., August 10, 1907.

Messrs. Wadsworth, Howland & Co.,  
82 and 84 Washington Street, Boston, Mass.

Gentlemen :

I find your Bay State Brick and Cement Coating fills a long desired want, and so far it has, to my experience, accomplished all you have claimed for it.

Trusting to have more business in future for you and thanking you for your kindness, I am,

Respectfully,

GEO. W. TURNBURKE.

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Summer Residence,  
Vergennes, Vt., July 10, 1907.

Messrs. Wadsworth, Howland & Co.,  
Boston, Mass.

Gentlemen :

I have received the Bay State Brick and Cement Coating and applied it. It is just what I required and I am more than pleased with the result. Please send me by freight 20 gallons more just the same.

Very truly,

C. S. CRYSLER,  
(Kansas City, Mo.)



